

*Sandia's Economic Impact  
on the State of New Mexico*



Sandia  
National  
Laboratories





## FY 2004 Sandia Economic Impact on New Mexico

- Sandia's impact on New Mexico's economy is approximately three times the total of the money that Sandia spends for salaries and purchases. Each of these dollars funds additional jobs, purchases and investments that promote economic growth.
- Total economic impact on NM is approximately \$6.6 billion.
- Besides the dollars-and-cents impact, Sandia affects statewide employment. In addition to the 8,586 jobs created by Sandia in FY 2004, other jobs are supported by needs for goods and services and re-spending by individuals and businesses. The result is a total impact of about 33,314 jobs.
- Economic impact has been calculated using generally accepted methods. A model was developed for Sandia by economists from NMSU, DOE and UNM.

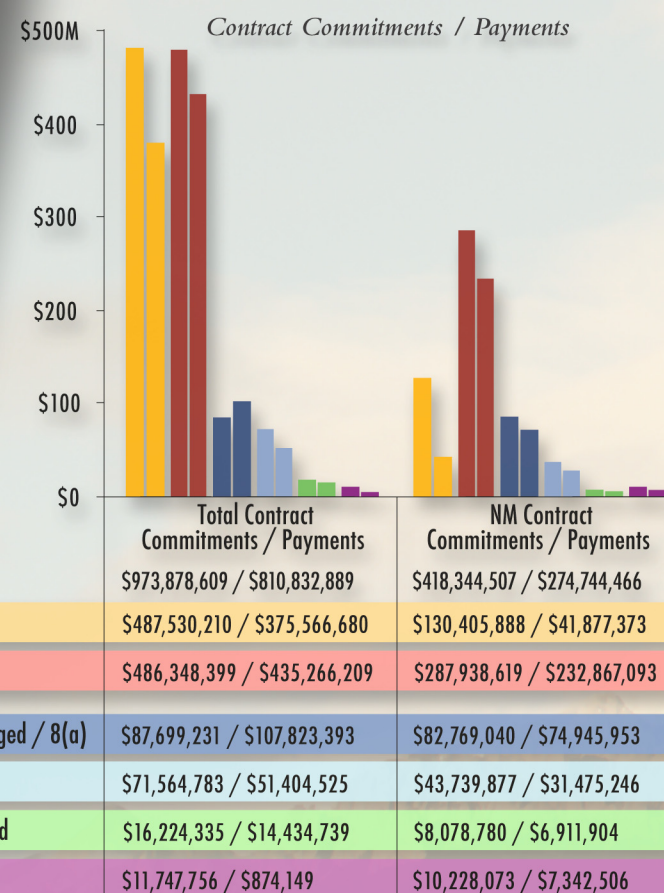
For more information visit:  
[www.sandia.gov/supplier/goals.htm](http://www.sandia.gov/supplier/goals.htm)

## Procurement Accomplishments

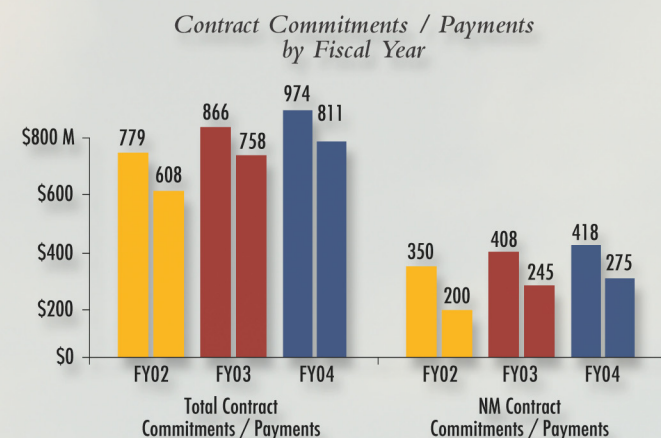
### Socioeconomic Accomplishments FY 2004

#### Commercial Contract Commitments

- FY 2004 "Contract Commitments" represent Sandia commitments to purchase goods and services from U.S. private sector.



Note: Small Disadvantaged Business / 8(a), Woman Owned, Veteran Owned and HUBZone are subsets of Small Business dollars.



- FY 2004 Total Contract Commitments - of the \$974M in contract commitments, 43% or \$418M (up \$10M over FY03), were placed with New Mexico businesses.
- Of the FY 2004 Total Contract Commitments, 50% or \$486M, were placed with small businesses.

#### Commercial Contract Payments

- FY 2004 totals include purchase order related dollars paid - "Contract Payments."
- FY 2004 Contract Payments - represents goods and services purchased by Sandia.
- FY 2004 Total Contract Payments - of the \$810M in contract payments, 34% or \$275M, were paid to New Mexico businesses.
- Of the FY 2004 Total Contract Payments, 54% or \$435M, were paid to small businesses.
- FY 2004 New Mexico Educational Institution contract payments totaled \$5.8M.

#### Procurement Cards

- Sandia has 1,900 Procurement Card (P-Card) holders. P-Card purchases for FY 2004 were \$85M. Roughly 24% was spent in NM.

#### Marketing your company to Sandia

- If you would like information on doing business with Sandia, see our website at [www.sandia.gov/supplier](http://www.sandia.gov/supplier), or contact our Procurement Help Desk at 505-284-4743.

## Lockheed Martin Technology Services Purchases

- Total purchase dollars in New Mexico . . . . . \$5,777,895
- Small Business purchase dollars in New Mexico . . \$4,717,466
- % of Small Business . . . . . 81.65%

## Supplier Information & Relations (SIR)

- The "Front Door" to Sandia Procurement. Business Consultants reach out to small businesses through conferences and other business venues. SIR provides information on how to do business with Sandia, maintains the Procurement Forecasting System, sponsors procurement fairs and oversees Sandia's Procurement Socio-Economic goals.

#### Sample Programs include:

- A **Supplier Community Advisory Council (SCAC)** was created in 1999 to provide Sandia with a direct link to

suppliers in order to better communicate and understand the impact of Sandia's procurement policies and practices on regional suppliers. The council's activities are intended to foster mutual understanding, cooperation and trust between the regional business community and Sandia.

- In an effort to continue teaming with the local business community, Sandia has entered into formal **Memorandums of Understanding (MOUs)** with the following Chambers and Business Development Organizations (BDOs): American Indian Chamber of Commerce, Hispano Chamber of Commerce, National Center for American Indian Development Enterprise, National Association of Women Business Owners (NAWBO), African American Economic Development Council, Women's Self Sufficiency Team and the 8(a) Association. The MOUs will allow Sandia to obtain input from the BDOs and the Chambers on possible sources for our competitive requirements, over \$100,000.

- The **Mini Trade Fair (MTF)** provides current and potential suppliers with an opportunity to receive some "face time" with Sandia employees.

Once per quarter, the MTF is held in Sandia's Thunderbird Café during the lunch hour. Ten companies set up tables with information and samples, and are ready to talk about their products or services when an average of 1500 hungry Sandia employees enter the cafeteria - a captive audience!

- **Procurement forecasts** are now listed on Sandia's website. See upcoming competitive procurement opportunities for the next 18 months in the areas of Commercial Products and Services, Just in Time, Commercial Products and Services, Research and Development and Construction.

- The **Congressional Liaison Program** is an opportunity to keep our elected officials apprised of the work performed with small businesses, including emerging programs.

For more information visit: [www.sandia.gov/supplier](http://www.sandia.gov/supplier)

## Advocacy and Small Business Development Providing tools to impact small business

- **NM Small Business Assistance (NMSBA)** provides solutions to impact New Mexico small business needs and requirements through customized technical expertise and resources. For CY 2004, NMSBA assisted over 279 New Mexico small businesses resulting in over \$3.6 million increased revenue, \$445,000 decreased operating cost, \$2.1 million of investments in New Mexico goods and services, and retained/created 65 jobs.

- The **Office of Small Business Advocacy** connected 110 regional companies to resources to increase their competencies and capabilities through training, mentoring, networking and technical assistance.

- This year the **Mentor/Protégé Program** has provided guidance to 14 regional teams. First year teams are improving either operational or business practices. Second year teams continue to fine-tune processes and develop marketing capabilities for presentations to SNL, local and regional companies.

- The **Entrepreneurial Separation for Technological Transfer (ESTT)** program has assisted 122 SNL employees to leave and start up or expand

high tech companies. Forty-two companies have been created. Forty-seven companies have been expanded

For more information visit: [www.sandia.gov/partnerships](http://www.sandia.gov/partnerships)

## Employment

- Sandia employs about 8,586 regular, full-time and part-time employees. More than 7,675 work at Sandia/New Mexico.
- Sandia has actively sought to create, develop, and maintain a diverse workforce. At the New Mexico site, our workforce is comprised of 68% men, 32% women, and 29% minorities.
- In FY 2004, 28.2% of new hires graduated from a New Mexico university.
- In FY 2004, Sandia hired 552 New Mexico students who either attended a New Mexico school or whose home address was in NM for the Summer Internship Program.
- Currently, there are 606 students participating in the year round Student Internship Program.

For more information visit:  
[www.sandia.gov/employment/index.html](http://www.sandia.gov/employment/index.html)

## Sandia Science & Technology Park (SS&TP)

- The SS&TP is managed by the Science and Technology Park Development Corporation (STPDC), a nonprofit organization formed by Technology Ventures Corporation. STPDC, working with the City of Albuquerque, Albuquerque Public Schools, the NM State Land Office and BUILD New Mexico/New Mexico Development Foundation (BNM/NMDF), is developing a 200+ acre technology park. The Park will serve the community by creating high-tech, high-paying jobs for the benefit of the local economy.

- The Park celebrated its six-year anniversary in May 2004. Results to date show that the 19 Park tenants currently employ nearly 1,046 people. Between 5,000 and 10,000 employees will occupy the Park. Total public investment in the Park has grown to \$4.6M and total private investment has grown to \$33.8M.

#### Newest tenants include:

- Materials Processing & Coatings Laboratory
- La Luz Early Childhood Center
- CSA Engineering, Inc.
- Sunwest CAD, Inc.
- Control Metrics
- MESA TOP

For more information visit:  
[www.sstp.org](http://www.sstp.org)





## Community Involvement

- In 2003, Lockheed Martin on behalf of Sandia distributed over \$2M in corporate contributions in the following areas: education, culture & arts, civic & public service, and health & human service.
- For the 2003 United Way campaign - SNL employees donated over \$2M. SNL is the largest contributor in NM.
- Lockheed Martin/Sandia helped sponsor Make A Difference Day in 2003. Sandia volunteers completed 14 projects for 10 different agencies with over 150 volunteers participating.
- 270 volunteers completed Sandia's fourth Habitat house. Lockheed Martin provided the funding for the house.
- Employees & retirees donated over \$16,000 to Shoes for Kids.

### Sample Education Initiatives include:

- *CroSSLinks* - links teachers & volunteer scientists/engineers;
- *Adventures in Science & Knowledge (ASK)* - details Sandia's commitment to education in New Mexico and California and includes the Student Employment programs;
- *Family Science Nights* - family hands-on science;
- *Manos, Dream Catchers, and Hands-On/Minds-On* - encourages minority students to pursue science and engineering career;
- *Regional Science Bowls* - held for middle and high school students each year;
- *Thunderbird Award* - acknowledges high school seniors who have overcome obstacles and adversities;

For more information visit:  
[www.sandia.gov/ciim/ciim.htm](http://www.sandia.gov/ciim/ciim.htm)



## "It's Great Doing Business in New Mexico."

A sandwich that comes with instructions? Yes, and it is patented too! Diana's Homegrown, a local small business, provides fresh, portable, on-the-go prepackaged sandwiches made with fillings such as gourmet tuna

attendees, Diana and Reggie Alsbrook began following up with the contacts they had made. They worked with Sandia SIR and were able to qualify as one of the approved catering companies in the



salad, Powdrell's BBQ, and New Mexico organic peanut butter with strawberry jelly. The POPPSys is a revolutionary packaging system with an inner pouch containing the fillings, which are kept separate from the bread until the consumer is ready to eat it - thus, no soggy sandwiches!

Procurement Card Program. Orders began coming in for Executive Box Lunches for Sandia sponsored meetings and events. With badges and base passes in hand, Diana's Homegrown submitted a proposal for the 5-year catering and concession contract at the DOE/NNSA Energy Training Complex, and won!

When a representative from the Women's Self Sufficiency Team (WESST Corp.) approached Supplier Information & Relations (SIR) last year, they wanted to know if there were any upcoming opportunities to assist one of their new clients, Diana's Homegrown. They were invited to participate in the 2004 Supplier Showcase, and "the rest," as they say, "is history."

Another contact at the Showcase led them to a contract with 16 Dallas-area Target stores and their "Grab-n-Go" gourmet food section. In producing their orders for Target, Diana's Homegrown actually employed 10% of the population of Lemitar, New Mexico, where their company is headquartered!

After the showcase, and after amazing and satisfying many hungry showcase

Diana and Reggie believe, as it states on their company brochure, "It's great doing business in New Mexico!"



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